

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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P 300620Z JAN 76
FM AMEMBASSY JAKARTA
TO USDOC WASHDC PRIORITY
SECSTATE WASHDC PRIORITY 2446

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USDOC FOR MEPD

EO 11652: NA
TAGS: BENC ID
SUBJECT: MAJOR PROJECT: SUGAR MILLS

REF: STATE 17299

1. GOI UNABLE REACH ANY CONCLUSION BY JANUARY 15. INTERAGENCY REVIEW COMMITTEE APPARENTLY ENCOUNTERING DIFFICULTY PLACING DIFFERENT FOREIGN BIDS ON COMPARABLE BASIS SINCE MANY REPORTEDLY FAIL ENTIRELY CONFORM TO DETAILED SPECS. GOI HAS SENT TELEX TO ALL BIDDERS REQUESTING EXTENSION OF BID PRICES UNTIL FEBRUARY 15, 1976. SO FAR AS WE CAN DETERMINE INTERAGENCY GOI COMMITTEE IS STILL AT POINT OF IN-HOUSE REVIEW OF COST AND TECHNICAL FACOTRS. IT HAS NOT RPT NOT YET BEGUN DIRECT "NEGOTIATIONS" (I.E. DISCUSSIONS/PRESENTATIONS) WITH INDIVIDUAL BIDDERS, NOT HAS IT ADDRESSED FINANCING QUESTIONS WHICH WILL FOLLOW TECHNICAL/COST REVIEW. HOWEVER, WE UNDERSTAND THERE IS HEAVY PRESSURE "FRON ABOVE" TO REACH A DECISION RAPIDLY, AND PRESUMABLY COMMITTEE WILL ATTEMPT AT LEAST NARROW FILED BEFORE FEBRUARY 15 DEADLINE EXPIRES AND ANOTHER PRICE EXTENSION REQUIRED.

2. EMBASSY AWARE ABOVE LARGELY CONTRADICTS INFORMATION CONTAINED RECENT ABERLE (LANG) TELEX TO B OF A JAKARTA. HOWEVER, NEITHER B OF A, EMBASSY, NOR APPARENTLY PAE/RMI
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HAVE SEEN OR ARE AWARE OF ANY KATY FULTON (OF LANG)

REPRESENTATIVE HERE ON SCENE. TO OUR KNOWLEDGE, EVERY OTHER BIDDER, INCLUDING ARKEL, HAS HAD A DIRECT COMPANY EXPATRIATE REPRESENTATIVE HERE ON GROUND FOR AT LEAST LAST TWO WEEKS CONTINUOUSLY RECONNOITERING, MONITORING AND PREPARING FOR GOI COMMITTEE PRESENTATION WHICH EVERYONE EXPECTS EVENTUALLY HAVE TO MAKE DEFENDING THEIR PROPOSAL VIS A VIS OTHER BIDS.

3. ACTION REQUESTED: EMBASSY REQUESTS PHILBRICK TELEPHONE ABERLE AND/OR OTHER KEY KATY FULTON PERSONNEL. IF IN FACT NO RPT NO KATY FULTON REPRESENTATIVE IS IN JAKARTA, PLEASE ADVISE THEM THAT EMBASSY BELIEVES IT A POTENTIALLY SERIOUS MISTAKE LEAVE HANDLING THIS DELICATE, COMPLEX MATTER SOLELY IN HANDS THEIR INDONESIAN AGENT, TRI USAHA BHAKTI (TRUBA). NO MATTER HOW GOOD THE AGENT, FEW IF ANY FOREIGN FIRMS HERE WOULD CONSIDER ENTERING THIS STAGE OF MAJOR PROJECT BIDDING WITHOUT AT LEAST MONITORING AND GIVING ON SCENE TECHNICAL BACK-UP TO THEIR INDONESIAN AGENT. MOREOVER, TRUBA HAS NEITHER EXPERIENCE IN SUGAR NOT PARTICULAR REPUTATION FOR GENERAL INTEGRITY, COMMERCIAL EFFECACY, NOT TECHNICAL KNOW HOW. FYI TRUBA IS ARMY ORGANIZATION CREATED TO ABSORB UNEMPLOYED RETIRED MILITARY PERSONNEL; ITS HAY DAY OF INFLUENCE PEDDLING MAY HAVE PEAKED OUT COUPLE OF YEARS AGO AND BE ON WANE TODAY. FIRM HAS ALWAYS DECLINED RESPOND EMBASSY WTDR INQUERIES.
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